

Message Text

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ACTION EB-07

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TO SECSTATE WASHDC 1771

INFO AMEMBASSY BEIRUT

UNCLAS BAGHDAD 0289

EO 11652: NA

TAGS: BTRA IZ

SUBJ: CHECKLIST FOR AMERICAN BUSINESS VISITORS

REF: A. STATE A-855; B. STATE 60016

1. FOL IS USINT CONTRIBUTION TO PART TWO OF PROPOSED CHECKLIST:

A. TRADE POLICY: THE ECONOMY OF IRAQ IS CENTRALLY PLANNED AND CONTROLLED BY THE GOVT. ALL FOREIGN AND MUCH DOMESTIC TRADE TAKES PLACE THROUGH GOVT TRADE ORGANIZATIONS OR THROUGH PROCUREMENT BODIES OF GOVT OWNED AND OPERATED END USERS. HENCE, THE NORMAL PATTERN OF TRADE WITH U S SUPPLIERS IS THROUGH COMPETITIVE INTERANATIONAL TENDERS. FOR THIS PURPOSE LOCAL REPRESENTATION IS NOT A LEGAL REQUIREMENT (NOR IS A TRUE PRIVATE SECTOR AGENT WITH POWER OF ATTORNEY ANY LONGER POSSIBLE) BUT SOME FORM OF PRIVATE SECTOR REPRESENTATION IS ALMOST ESSENTIAL FOR KEEPING UP WITH TENDERS, EARLY WARNING ON PROJECTS, GETTING VISAS, ETC.

B. INVESTMENT POLICY: FOREIGN CAPITAL INVESTMENT IN IRAQ IS NOT NEEDED NOR IS IT SOUGHT. LICENSING OF ADVANCED TECHNOLOGY IS, HOWEVER, POSSIBLE.

C. OTHER NECESSARY INFO: NORMALLY VISAS MAY BE ISSUED ONLY TO BUSINESSMEN WHO HAVE ALREADY SECURED AN INVITATION TO VISIT IRAQ FROM A POTENTIAL CUSTOMER. EVIDENCE OF SUCH AN INVITATION (E.G. A COPY OF A TELEGRAM FROM A GOVT END-USER OR IMPORTER) WILL NORMALLY ALLOW ANY IRAQI CONSULATE TO ISSUE A VISA WITHOUT UNCLASSIFIED

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FURTHER REFERENCE TO BAGHDAD.

THE HOTEL SITUATION IN BAGHDAD IS AND WILL REMAIN VERY
TIGHT. ADVANCE CONFIRMATION EVEN IN WRITING IS NOT TO
BE RELIED UPON. INDEED, SECURING SUCH ACCOMMODATIONS
IS ONE OF MOST USEFUL FUNCTIONS OF A LOCAL PRIVATE SECTOR
CONTACT. IF, HOWEVER, A BUSINESSMAN ARRIVES IN BAGHDAD
AND FINDS HIS PREFERRED HOTEL IS FULL, HE CAN OFTEN FIND
SPACE AFTER ONE OR TWO HOURS SEARCHING. TAXI DRIVERS ARE
FAMILIAR WITH THE PROBLEM AND ARE USUALLY HELPFUL IN
FINDING ALTERNATIVE LODGING.
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